

# Be W.I.S.E. and *then* Decide

Wait – Investigate – Seek – Educate

## Be a W.I.S.E. Investor

**Wait:** Don't make a quick decision on any investment opportunity, no matter how great the deal appears to be. Most fraud occurs because the con artist talks the victim into a "rushed" decision. Don't let yourself be hurried to invest your money – slow down and think it over. Resolve to always "sleep on" investment decisions.

**Investigate:** You have a lot to lose – your savings, your retirement and your peace of mind. Call The Office of Financial and Insurance Regulation (OFIR) at **1-877-999-6442** *before* purchasing any type of financial product or *before* you hand your money over to someone to invest for you. OFIR representatives can check investment professionals and investment opportunities to make sure that they are properly registered in Michigan. We can also help you identify "red flags" before you invest your money.

**Seek Information:** Ask questions when you are offered any investment opportunity. An investment professional – a broker, agent or investment adviser or any other licensed professional such as an insurance agent – should be happy to answer your questions. If they are defensive about your concerns or requests for information, walk away. Check with OFIR to verify that all information supplied is correct and valid.

**Educate Yourself:** Take responsibility for your investment decisions. If you are the victim of an investment scam, by unregistered agents selling fraudulent investments, your money is most likely gone for good. Learn to check *before* you invest. Learn the warning signs and common "red flags" that are usually associated with investment fraud. Don't believe promises of "guaranteed" high rates of return and claims of "no risk".

**Remember: If it sounds too good to be true, it probably is.**

## “Be W.I.S.E. and *then* Decide”

*“The best defense against investor fraud is knowledge...arm yourself well.”*

*The Office of Financial and Insurance Regulation (OFIR) is primarily fee-funded, requiring minimal public tax dollars for its regulatory and consumer assistance activities. OFIR has securities, insurance and financial institutions information available online at the OFIR web site, [www.Michigan.gov/ofir](http://www.Michigan.gov/ofir).*



### Michigan Department of Labor & Economic Growth

DLEG is an equal opportunity employer/program. Auxiliary aids, services and other reasonable accommodations are available upon request to individuals with disabilities.

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## “Red Flag Phrases” Signal Investment Fraud!

- “You can’t lose!”
- “Guaranteed to double your money!”
- “I will *personally* guarantee your investment, and refund your money if you are not satisfied.”
- “Low risk for high returns!”
- “Let’s keep this investment a secret; we don’t want to let everyone in.”
- “It isn’t important that you really understand your investments.”
- “Trust me!”
- “The more you invest, the more you will make - You should borrow money or take out a mortgage.”
- “I’ll fill-in the blanks later, for now just sign this form.”
- “I’ll take you to the bank to get the money.”
- “I’ll have someone pick up your check.”
- “You can lose your life savings in the stock market – protect your money by investing with us.”
- “This is an off-shore investment opportunity.”
- “You must decide NOW!”

Please remember - if it sounds too good to be true, it probably is. Once your money is gone, it is usually gone for good. Do your research **BEFORE** you hand over your savings. Check it out with Office of Financial and Insurance Regulation (OFIR) at **1-877-999-6442**.

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## Test Before You Invest!

**Before** you trust your money with **any** person or company that offers services of a financial nature (legal, investment, financial, insurance or real estate) ask that they complete this form and leave it with you. If they will not complete it, or do not have the information available – **DO NOT CONTINUE TO DO BUSINESS UNTIL THE INFORMATION IS PROVIDED AND YOU HAVE A CHANCE TO VERIFY THE INFORMATION GIVEN!!!**

**What product(s) are you offering? (Check all that apply)**

- ☐ Insurance      Type: \_\_\_\_\_
- ☐ Investment Type:      ☐ Securities    ☐ Annuities    ☐ Other \_\_\_\_\_
- ☐ Legal Services      Type:    ☐ Living Trust      ☐ Power-of-Attorney  
   ☐ Estate Planning      ☐ Other \_\_\_\_\_
- ☐ Financial      Type:    ☐ Accounting      ☐ Other \_\_\_\_\_
- ☐ Other: \_\_\_\_\_

**Who regulates or licenses this product/service?**

Office of Financial and Insurance Regulation ☐  
Commercial Services and Corporations/Professional & Occupational Licenses ☐  
State Bar of Michigan ☐  
Other ☐ \_\_\_\_\_

**What license(s) do you hold that authorizes you to sell/provide this product/service?**

LICENSE TYPE	LICENSE INFORMATION
Insurance License	License No. _____ Lines _____
Securities Agent	CRD No. _____
Investment Adviser	IARD No. _____ SEC _____ Non-FINRA _____
Broker-Dealer	CRD No. _____
State Bar License	State Bar No. _____
Accountant License	CPA or Firm No. _____
Real Estate License	Sales No. _____ Broker No. _____
Other License or Authority	_____

### Seller/Agent Information

**Seller/Agent Name:** \_\_\_\_\_  
**Company/Business Name:** \_\_\_\_\_  
**Company/Business Address:** \_\_\_\_\_  
**Phone No.** \_\_\_\_\_ **Today's Date** \_\_\_\_\_

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